

Venice Gourmet Delicatessen

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To Whom It May Concern:

The purpose of this letter is to describe the work performed by Beckmann Engineering/ Beckmann Construction for our family business between 2008 and 2010.

In 2008 we decided to buy the property in downtown Sausalito which our businesses, Venice Gourmet Deli and Giovanni's Pizzeria, had rented for nearly 40 years.

But there was a catch-on the parcel we were buying, along with the building which housed the deli and pizzeria along Bridgeway Avenue, came 2 additional side-by-side buildings at the back of the property, along Princess Street. These buildings dated to the 1870's, and had the distinction of being the oldest commercial buildings in Sausalito. It would be an understatement to say they were in terrible shape when purchased, one building had settled differentially by 10 inches, they were supported from below by an incomprehensible jumble of old wooden 4x4 posts, had been patched up after a fire (as we discovered later while under construction) and had been vacant and un-rentable for nearly 10 years.

Further complicating matters was the fact that the buildings had been identified by the local historical society as being in a historical district, thus mandating the preservation of all exterior facades using historically correct materials and architectural details if any work was to occur.

We began meeting with Karl Beckmann in early 2008 to discuss our options. He and his firm had been recommended by a family friend who had used Karl's services a few years earlier. In July of 2008 we signed a design contract with Beckmann Engineering to begin the process of coming up with a structural design that would transform these ugly duckling structures into something useful and beautiful.

Over the ensuing months, Beckmann's team came up with a structural design which created an additional 2000 sq. ft. of previously unusable basement space under the buildings. They had to contend with a large city owned retaining wall directly adjacent to the front façade of the buildings, as well as countless other complications and anomalies. They worked well together with a local architect we had hired, to jointly steer the project through the city planning and building departments.

In June 2009 we signed an agreement with Beckmann Construction to perform the actual construction work, and work began the same month. As work on the foundation began, the concurrent interior demolition of the upstairs began to reveal many unforeseen problems- the aforementioned hidden fire damage, complete lack of anything resembling standard wood framing behind the walls, inadequate (and burned) roof framing, to mention just a few.

As construction continued, more problems were discovered and changes and alterations were needed on an almost daily basis, but Beckmann and his crew were able to stay ahead of the game, both on the design and construction fronts. They performed all structural and concrete work, installed an integrated system of sump pumps (the floor of the basement is 3

ft above sea level), redesigned the roof support system using scissors trusses, designed and installed countless ADA interior and exterior flooring and slab surfaces, and efficiently orchestrated and oversaw the few outside specialty contractors we decided to hire. This all occurred while our two food businesses were kept in 7 day a week operation, and while neighboring merchants and offices on Princess Street kept their doors open in a highly touristed district. The Beckmann crew and management consistently exhibited expertise in all trades, keeping the work moving from the initial demo phase right on to the finishing interior touches a year after the project began.

The Beckmann crew size changed as needed throughout the project based on the tasks at hand, Karl made a real effort to advise us in keeping costs under control as the scope of work changed and grew larger. We felt the time and materials arrangement we had with Beckmann Construction was flexible and fair.

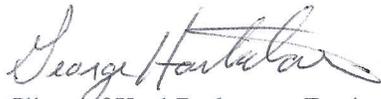
We were of course very happy when the project was finally over. A few months later, in the midst of a prolonged recession, we were able to rent the two newly rebuilt commercial units on Princess Street to some very good retail tenants, who are both very happy with the spaces they are in. We find the quality of the work performed by Beckmann Construction has endured. Karl Beckmann still checks the status of the sump pumps whenever he stops by for a sandwich at the deli.

We highly recommend the services of Beckmann Engineering and Design and Beckmann Construction.

Sincerely,



Chris and George Hontalas



Client of Karl Beckmann Engineering, Design & Construction